

WE ARE HIRING

► SALES ENGINEER

Foxboro
by **Schneider Electric**



REQUIREMENTS:

- Bachelor Degree in Electrical Electronic, Instrumentation & Control or equivalent.
- Minimum 2 years of related experience.
- Strong knowledge of industrial automation, process control, and field instrumentation.
- Observational skills to validate data obtained via multiple techniques and expose new areas for elicitation.
- Writing skills to communicate information effectively to customers, Project Managers, and technical staff.
- Local Sabahan or Sarawakian are welcome to apply.
- Candidate must be willing to be relocated at Foxboro Bintulu Office, Sarawak.

Company details:

Company: Foxboro (Malaysia) Sdn Bhd

Company size: 51 - 200 employees

Company address:

Suite 1.01A, Mercu PICORP, Lot 10, Jalan Astaka, U8/84, Bukit Jelutong, 40150 Shah Alam, Selangor

Industry: Oil & Gas

Date founded: June 1977

JOB DESCRIPTIONS :

► Customer Relationship Management

- o Build and maintain strong, long-term relationships with both existing and new clients such as PETRONAS, HIBISCUS PETROLEUM, SHELL, RANHILL, SESB and SEC.
- o Serve as the main point of contact for customers, addressing their technical and commercial requirements promptly and professionally.

► Account Development and Retention

- o Identify opportunities to expand business through upselling, cross-selling, and developing new customer accounts.
- o Develop and execute strategies to retain key customers and strengthen long-term partnerships.

► Client Satisfaction and Support

- o Ensure a high level of customer satisfaction through proactive engagement and reliable post-sales support.
- o Act as a customer advocate by ensuring client requirements and feedback are effectively communicated to internal teams.

► Technical and Commercial Solutions

- o Provide technically sound and cost-effective solutions aligned with customer needs and project requirements.
- o Collaborate with proposal, service, and engineering teams to ensure timely and quality delivery of solutions.

► Market and Industry Intelligence

- o Stay updated on market trends, competitor activities, and customer investment plans to identify new business opportunities.
- o Share relevant insights with the sales team and management to support strategic decision-making.

► Sales Reporting and Documentation

- o Maintain accurate records of sales activities, opportunities, and project status within MD365 CRM.
- o Provide regular sales performance reports, customer updates, and market intelligence during the Weekly War Meeting every Monday.

► Compliance and Ethics

- o Adhere to company policies, compliance requirements, and ethical standards in all business dealings.
- o Ensure all sales activities comply with applicable laws, industry regulations, and internal governance standards.